

Message Text

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46

ACTION EA-10

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UNCLAS MANILA 10381

E.O. 11652: N/A

TAGS: BBSR, RP

SUBJ: WTDR/FTI - KUENZLE & STREIFF, INC.

REF: STATE 157145

1. PHILIPPINES 2. CNTRY CODE: 565 3. SER NO: NA

4. KUENZLE & STREIFF, INC.

4A. CODE: 4B. CODE A 4C. CODE: X

5. P.O. BOX 786 MCC; 2212 PASONG TAMO ST., BO. PIO DEL PILAR,
MAKATI

6. RIZAL, PHILIPPINES

7. ESTBL: 1919 8. EMPL: 140 9. SIZE: (18-X) VERY LARGE

10. REPUTATION: (20-X) GOOD

11. SELLS PRODUCTS IN OWN COUNTRY.

12. RPT DATE: 07/75

13A. 38410/23 INDENTS & DIST. HOSPITAL EQUIPMENT AND LABORATORY
INSTRUMENTS

13B. 28340/35 DIST. & IMP. PHARMACEUTICAL PREPARATIONS

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13C. 28330/35 DIST. & IMP. MEDICINES

13D. 28100/235 INDENTS, DIST. & IMP. INDUSTRIAL CHEMICALS

13E. 20850/235 INDENTS, DIST. & IMP. LIQUORS

13F. 20840/235 INDENTS, DIST. & IMP. WINES

13G. 64110/9 INSURANCE AGENTS

14. CONTACT: ARTHUR E. ZIEGLER TITLE: GEN. MGR.

15. CABLE: "KUENZLE" MANILA 16. TELEX: 3679 KUENZLE

PN - EASTERN

17. TEL: 884991 TO 95

18. FINANCIAL REFS: CHARTERED BANK AND BANK OF AMERICAN NT
& SA, BOTH IN MAKATI, RIZAL, PHILIPPINES.

19. TRADE REFS: SEE ITEM #20.

20. FOREIGN FIRMS REPRESENTED: PICKER INTERNATIONAL CORPO-
RATION, 595 MINER ROAD, CLEVELAND, OHIO 44143, DIAGNOSTIC
X-RAY, RADIATION THERAPY; LAWTER CHEMICALS, INC., NORTH BROOK,
ILLINOIS, PIGMENTS; SEABOARD STEEL CO. OF AMERICA, INC., NEW
YORK, N.Y. 10019, ALLOY STEEL; TENECO CHEMICALS, INC., NEW
JERSEY, ADDITIVES, PAINT DRYERS; SCHENLEY INTERNATIONAL CO.,
888 SEVENTY AVENUE, NEW YORK, N. Y. 10019, LIQUOR; AND KET-
CHUA LABORATORIES, EDISON STREET, WESTWOOD, N. Y., PHARMACEU-
TICALS, DRUGS AND MEDICINES; SWITZERLAND GENERAL INSURANCE CO.,
LTD., SUN LIFE INSURANCE CO., LTD., AND ST. PAUL FIRE & MARINE
INSURANCE CO., ALL IN SWITZERLAND; AGENCIES ACQUIRED SEVERAL
YEARS AGO.

21. POST'S EVALUATION OF FIRM: WHOLLY-OWNED SUBSIDIARY OF
KUENZLE & STREIFF, INC., OF ZURICH, SWITZERLAND. REGISTERED
IN 1919 TO CONTINUE THE BUSINESS OF KUENZLE & STREIFF, LTD.,
A PARTNERSHIP ESTABLISHED IN 1889. CONDUCTS BUSINESS IN OWN
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BUILDING AT ABOVE ADDRESS. ENGAGED IN DIVERSIFIED LINES OF
BUSINESS. OPERATES FIVE DIVISIONS, NAMELY, EQUIPMENT & INS-
TRUMENT DIVISION, ENGAGED AS INDENTOR AND MANUFACTURERS' RE-
PRESENTATIVE OF HOSPITAL EQUIPMENT AND LABORATY INSTRUMENT
OBTAINED FROM UNITED STATES, WEST GERMANY AND SWITZERLAND;
PHARMACEUTICAL DIVISION, ACTS AS IMPORTER AND DISTRIBUTOR
OF PHARMACEUTICAL PREPARATIONS, DRUGS AND MEDICINES OBTAINED
FROM UNITED STATES, SWITZERLAND, AND WEST GERMANY; LIQUOR

DIVISION, INDENTOR AND IMPORTER OF LIQUORS, WINES, AND DISTILLED SPIRITS PURCHASED FROM UNITED STATES, FRANCE, ITALY, LONDON, AND SCOTLAND; GENERAL IMPORT DIVISION, ENGAGED AS IMPORTER AND INDENTOR OF INDUSTRIAL CHEMICALS IMPORTED FROM UNITED STATES, SWITZERLAND, WEST GERMANY, AND ITALY; AND INSURANCE DIVISION WHICH IS ACTIVE AS GENERAL AGENTS OF NON-LIFE INSURANCE COMPANIES. MERCHANDISE MARKETING NATIONWIDE THROUGH TELEPHONE CONTACTS AND ORGANIZED SALES FORCE LOCATED IN PRINCIPAL TRADING CENTERS OF COUNTRY. HAS NECESSARY FACILITIES FOR NORMAL OPERATIONS. OFFICERS CONSIDERED COMPETENT AND RELIABLE, AND HAVE OTHER BUSINESS INTERESTS. AS OF DECEMBER 31, 1974, TOTAL ASSETS P9.9 MILLION, NET WORTH P1.3 MILLION, SALES P10.3 MILLION AND NET INCOME P165 THOUSAND. CREDIT REPUTATION, SATISFACTORY. RECOMMENDED AS A TRADE CONTACT FOR INTERESTED AMERICAN FIRMS.

22. PREPARED BY: E. J. DORIA APPROVED BY: G. A. HAYS
AT: AMERICAN EMBASSY, MANILA

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